

One of the premier property consultants, independently serving Nagpur's real estate needs

Buying or selling property is an overwhelming task. You need real estate professionals to guide you and provide the right advice at every step of the way. For the last 32 years, Nagpur-based Roshan Real Estate has flourished with its steadfast commitment to excellence in business and corporate leasing on an all-India basis by a foundation of entrepreneurial empowerment, experience, and unwavering expertise.

The company's journey is characterized by a relentless pursuit of delivering exceptional services. Under Pankaj Roshan's leadership, the team takes pride in being more than just real estate facilitators; they are architects of opportunities, crafting spaces beyond mere structures to become environments conducive to success and growth. In addition to assisting real estate buyers, it helps builders and developers sell their current and future projects more quickly. With its abundance of skills and expe-



rience in using all marketing channels in the industry, it makes real estate property buy/sell/rent/lease transactions simple for anybody.

Investing in commercial properties for rental returns, also known as Monthly Returns on Investment (MROI), requires a strategic approach to ensure long-term profitability and stability. Pankaj Roshan, a seasoned real estate expert, shares valuable insights and considerations for prospective investors. Here's a detailed overview summarizing key points for making informed decisions in commercial property investments.

1. Investment Priority

Pankaj Roshan advises against making investment decisions solely based on price and rent. Instead, he emphasizes the importance of considering various criteria before evaluating the financial aspects.

2. Location and Building Quality

The first and foremost criteria are the location, building aesthetics, and maintenance. Investing in the signature property of an area, even at a premium, ensures sustained demand, making it a prudent choice for long-term investment.

3. Construction Quality and Maintenance

Quality of construction and maintenance are piv-

otal, especially for attracting corporate tenants. A well-maintained property enhances its appeal and reflects positively on the corporate image.

4. Parking Facilities

Dedicated parking is highlighted as a significant advantage when leasing commercial properties. This amenity adds value and attractiveness to the property for potential tenants.

5. Tenant Quality and Agreements

Pankaj Roshan highlights the importance of securing reliable and reputable tenants. Registering agreements with industry-standard terms ensures clarity and legal compliance.

6. Property and Title Considerations

Preference is given to properties with occupation and fire compliance certificates. Ownership properties are favored over leasehold properties for greater control.

7. Dealing with Private Tenants

While caution is advised with private tenants, Pankaj Roshan suggests minimizing upgrades and incorporating measures like a lock-in period, higher tenant deposit, and stricter exit clauses for added security.

8. Resale and Appreciation Potential

The selection of a property with easy resale prospects and potential for value appreciation over time is emphasized for long-term gains.

9. Involvement of Brokers and Legal Documentation

Engaging ethical brokers with market knowledge and expertise in leasing and reputable lawyers for legal documentation ensures a thorough and secure investment process.

10. Expectation of Returns

Considering location and floor level factors, Pankaj Roshan provides insights into the expected annual



Pankaj Roshan receiving "The Times Realty Icon Awards 2022" from the hands of Cabinet Minister, Nitin Gadkari

returns for different commercial properties. Ground floor premium properties can yield 5-6% annual returns, which may effectively be over 15% annually when considering appreciation over nine to ten years. First-floor or upper-floor commercial properties can offer 6.5-7.5% returns. Non-premium properties may provide better returns due to lower initial costs and lesser appreciation.

11. Warehousing

Warehousing is more of a business model and comes with risks. It may yield 9-12% returns but shouldn't be considered a typical MROI route. Appreciation is non-existent.

Pankaj Roshan advises investors to prioritize safety, property quality, dedicated parking, tenant reliability, and resale potential. He underscores the need for informed decision-making and recommends seeking professional advice from ethical brokers and lawyers. In principle, property quality should not be compromised to increase rental income.

As a real estate professional, Pankaj Roshan also extends an invitation to explore properties available for sale, ranging from INR 50 lacs to 50 crores, with corporate tenants. His expertise in leasing properties to around 40 corporate houses across the country adds credibility to his offerings. For those looking to lease prime properties, Pankaj Roshan is presented as the go-to expert with a clientele that includes esteemed names such as ICICI Bank, Yes Bank, Kotak Mahindra Bank, Aditya Birla Retail, Life Style Group, Bennett and Coleman (Times of India Group). His knowledge is a valuable guide for investors facing the complexities of commercial real estate investment. He contributes to a credible, informed approach to real estate transactions through his experience, commitment to quality and emphasis on

strategic decision-making.

"Passionate about writing, I delve into real estate through my articles and blogs, which you can find on my website, www.roshanrealestate.in. Beyond the realms of property, my heart races with the roar of a Harley Davidson, a testament to my enduring love for bikes even at the age of 61," he says.

Roshan Real Estate's collective knowledge extends across every facet of the real estate domain. From understanding market dynamics to providing strategic insights, it empowers clients to make informed decisions that align with their unique goals. It firmly believes in creating not just transactions but lasting partnerships that contribute to the success and prosperity of its clients.

Property owners, tenants, and investors all benefit from the services of commercial real estate agents like Roshan Real Estate. It specializes in all commercial and retail real estate industry elements. It assists clients with commercial property selling, buying, or leasing needs by combining its local market data, expertise, and experienced resources.

Roshan Real Estate provides optimum real estate support services to busy realtors with an approach that is based on professionalism, trust, and respect for the consumer. The company has a team of young, dynamic professionals with experienced skill sets to serve you better. Over the years, it has become one of the most established corporations and has built a reputation in the industry. With vast coverage, it is serving clients nationwide and has achieved consistent growth through a commitment to its core business values.

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